

From: [Bolat N <bnurg88.kz@gmail.com>](mailto:bnurg88.kz@gmail.com)
To: [Ehud Barak <ehbarak1@gmail.com>](mailto:ehbarak1@gmail.com)
CC:
Date: Fri, 6/26/2015 12:40:51 PM
Subject: Re: Kimchent

Shalom, Ehud! I spoke with the deputy governor of Chymkent, he put me in touch with the head of health department, who in his turn claims to be a new guy in this position and therefore not privy to all details, which he promised to get next Monday. He corrected Ter-ko by stating that they are building an attachment for medemergency to an existing facility. It will be 6 operating units and 325 beds. He will clarify if they already included the cost of equipment into the original sum of approx. 25 million dollars and what role the ElsMed is expected to play. So there should be an answer by Monday. Having this in mind, may I suggest that R. Bechor plans his trip not earlier than 7-8 July? He has not got in touch with me yet, so I trust you can suggest this to him. A different project: a local businessman, my relative is the owner of a brand new factory for production of diesel engines. He wonders if I can arrange a bank loan for continued operation of the factory in Astana to the tune of 15 million dollars from a foreign bank. He has a business plan and distribution ideas. Local banks under current financial situation withhold their loan activities. Is it something you may consider? Please. let me know. Best to Nili, cheers

2015-06-25 23:55 GMT+06:00 Bolat N <bnurg88.kz@gmail.com>:

Hi, Ehud! I heard from Ter-ko about the 5000 beds, he may be wrong, because he claims his role is just to arrange marriage, the way I got from him, he does not know many details. He gave me coordinates of the deputy governor of the South Kazakhstan province of which Chymkent is the center, the guy in charge of the project from the RK government side, I spoke with him, he said he will find if equipment is in the sum of 25 mln dollars, still waiting for his response. Will share what he says. Actually, thousands in RK are not the same as elsewhere, do not forget it is an area inhabited by 3 million people, it is as if there will be 2 and half hospitals on the territory of the whole Israel, it is supposed to be a regional hub. Your description of a potential role of ElsMed concurs with what Ter-ko explained to me so far. But I had examples in the past when he was retracting his earlier statements, He (between us) is sometimes aloof. So the best way is, as You suggested, is for R. Bechor to determine on the field what role and at what price the ElsMed can play. My understanding is that whatever happens, the hospital is bound to start functioning. We can press on the decision-makers to be that the ElsMed is the right partner, but the extent of involvement is subject to mutual agreement. When Mr Bechor calls me, I shall tell him that the best way to decide if he is interested in partnership is through direct dialogue with Chymkent guys, I am confident they will come to a mutually agreeable arrangement. May be they (ElsMed) will assume a role commensurate with their standard approach or choose to go beyond.. Let us not prejudge at this stage. Best to Nili. Cheers.

2015-06-25 18:19 GMT+06:00 Ehud Barak <ehbarak1@gmail.com>:

Hi Bolat

That's good. Update me when something happens.

In my judgment an Israeli player, like ElsMed (or Assuta for that matter) will not invest as partner in such hospital.

They will be ready to do what they have done in many other countries, from Russia to Azerbaijan to sub-Saharan Africa- namely to be the designer in details of cutting edge Medical Center ,source of professional medical expertise, provider of modern equipment, trainer of staff and medical teams etc.

However, I think all this could better be clarified in a face to face meeting with the entrepreneurs, Kimchent authorities, Ter-ko and yourself in Kazakhstan.

Looking forward.

Best to Alma.
EB

Sent from my iPhone

On Jun 25, 2015, at 03:43, Bolat N <bnurg88.kz@gmail.com> wrote:

Shalom, Ehud! Am ready to talk with reps of the Elsmmed. The hospital is for 5 thousand beds, 6 operating units, should be a regional medhub. Cheers, ragards to Nili.

2015-06-24 22:16 GMT+06:00 Ehud Barak <ehbarak1@gmail.com>:

Hi Bolat

Thx. Expect a call tomorrow from one of Elsmmed Principals, probably Xhen, or Ronen(CEO). You should encourage them to come asap to Kazakhstan for first hand impression.

How many beds you think are planned for the Hospital ?

Best
EB

Sent from my iPhone

On Jun 24, 2015, at 18:16, Bolat N <bnurg88.kz@gmail.com> wrote:

Shalom, Ehud! I was out and only now checked my mail. Ter-ko explains that by Public-Private partnership they mean that the government represented by the governor of Chimkent oblast does its part by building the hospital for about 5 billion tenge (approx 27 mil. dollars), Tomorrow I will find out if equipment is included into this sum. The private partner on his part (for example ElsmMed) decides what is necessary to turn the hospital into a functioning facility and invests whatever is necessary(25 mil is just a figure, the exact sum will be clear depending on whether extra expenses incur). The private partner is to manage the hospital, earn profit to return the initial investment of both the government and own. Ter-ko says that the private partner is expected to invest in the after-construction stage. Tomorrow I will discuss all details with the vice-governor in charge of the project. Cheers

2015-06-24 20:47 GMT+06:00 Ehud Barak <ehbarak1@gmail.com>:

Did you got it? EB

Sent from my iPhone

> On Jun 24, 2015, at 14:38, Ehud Barak <ehbarak1@gmail.com> wrote:

>

> Hi Bolat

> Do you think that when Ter-ko and the Kimchent people are talking about Private-Public Partnership with an investment of \$25M they mean the money is supposed to come from Gov. And Kazakh entrepreneurs?

- > Or do you think the Kazakh entrepreneur and/or Ter-ko expect ElsMed to invest money in the project?
- > At all? Part of it ? Only if they want to?
- > Pl inform me.
- > Best
- > EB
- >
- > Sent from my iPhone